

Message Text

UNCLASSIFIED

PAGE 01 WARSAW 00662 020946Z

21

ACTION EUR-06

INFO OCT-01 ISO-00 EB-05 DRC-01 RSC-01 /014 W

----- 045843

R 020900Z FEB 74

FM AMEMBASSY WARSAW

TO USDOC WASHDC

INFO SECSTATE WASHDC 7562

UNCLAS WARSAW 0662

E.O. 11652: N/A

TAGS: ETRD, PL

SUBJECT: STATUS OF POLISH CABLE PLANT PROJECTS

FOR BEWT/TDAD-STECHSCHULTE AND PLANAGAN

1. THIS MESSAGE IS INTENDED AS STATUS REPORT FOR COMMERCE DEPARTMENT ON POLISH PLAN TO CONTRACT WITH FOREIGN SUPPLIER OR SUPPLIERS FOR SERIES OF CABLE PLANTS. MESSAGE, WHICH CONTAINS "COMMERCIALY CONFIDENTIAL" INFORMATION, REFLECTS CONVERSATIONS WITH POLISH OFFICIALS HELD DURING AND SINCE PLANAGAN'S RECENT WARSAW VISIT.

2. UNIKABEL, WHICH IS ASSOCIATION OF CABLE AND ELECTRICAL ENGINEERING EQUIPMENT INDUSTRY, PLANS TO CONTRACT FOR PURCHASE OF NUMBER OF PLANTS FOR MANUFACTURE OF CABLE, INCLUDING CABLE FOR TELECOMMUNICATIONS, SIGNALING, AND MINING INDUSTRY.

3. AS COMMERCE AWARE, GENERAL CABLE CORPORATION OF NEW YORK (VICE PRESIDENT ROBERT BREITBARTH) HAS BEEN IN FREQUENT CONTACT OVER PAST YEAR WITH UNIKABEL AND ELEKTRIM FTO ON THESE PROJECTS. UNIKABEL'S INVESTMENT DIRECTOR TOLD US FEW DAYS AGO THAT THEY ARE STILL ACTIVELY NEGOTIATING WITH GENERAL CABLE ON BID FOR TELECOMMUNICATIONS PLANT, AS POSSIBLE FIRST OF SERIES OF CONTRACTS. (GENERAL CABLE HAS ALSO MADE OFFERS ON ENAMELED WIRE AND BATTERY PLANTS). AT PRESENT, UNIKABEL IS CONSULTING ITS RESEARCH INSTITUTE TO OBTAIN ANSWERS TO SERIES OF POINTS

UNCLASSIFIED

UNCLASSIFIED

PAGE 02 WARSAW 00662 020946Z

ON WHICH GENERAL CABLE RECENTLY REQUESTED INFORMATION.

DURING PLANAGAN'S MEETING ON JANUARY 23 AT MINISTRY OF FOREIGN TRADE, VICE DIRECTOR MYCZKOWSKI MADE CRYPTIC REFERENCE TO WILLINGNESS ON POLISH SIDE TO RECEIVE OFFERS FROM GENERAL CABLE ON "FREE OF CHARGE" BASIS, AS HE SAID IS DONE BY OTHER BIDDERS.

4. WE UNDERSTAND ITT HAS SUBMITTED BIDS FOR POWER CABLE AND SIGNALING CABLE PLANTS, AND MAY SUBMIT OTHERS AS WELL. (ITT, REPORTEDLY DEALING WITH EMBASSY CONCERNING THIS MATTER). POLISH OFFICIAL IN MINISTRY OF MACHINE INDUSTRY, TO WHICH UNIKABEL IS RESPONSIBLE, EXPRESSED UNHAPPINESS TO US ON JANUARY 8 THAT ALTHOUGH TALKS WITH ITT STARTED SEVEN MONTHS BEFORE, THEY STILL HAD NOT PRODUCED A BID. FRENCH WERE SAID TO HAVE TAKEN FIVE MONTHS AND GERMANS SIX. MINISTRY OFFICIAL SAID THEY WOULD WAIT UNTIL END OF MONTH; BIDS HAD BEEN RECEIVED FROM OTHER COMPANIES AND BEST APPEARED TO BE THAT OF FRENCH. (EARLIER WE HEARD JAPANESE BID OR BIDS ALSO UNDER CONSIDERATION). HOWEVER, MORE RECENTLY POLES TOLD US THEY HAD HEARD FROM ITT AGAIN AND WERE EXPECTING VISIT BY COMPANY REPRESENTATIVES IN EARLY FEBRUARY.

5. UNIKABEL INFORMED US THAT ITT OFFICIALS FRANK BARNES, FROM ITT HEADQUARTERS, AND DR. CHRISTIANSEN, VICE PRESIDENT EUROPE, HAVE VISITED WARSAW IN PAST ON THESE MATTERS. ITT'S LOCAL AGENCY FIRM, MACIEJ CZARNECKI, HAS BEEN UNWILLING TO GIVE US ANY DETAILS CONCERNING POSSIBLE PENDING CONTRACTS.

6. IN JANUARY 23 MEETING WITH PLANAGAN AND EMBOTIF, MYCZKOWSKI INDICATED ITT HAD NOT MADE "CONSTRUCTIVE OFFER" WITH RESPECT TO EXPORT ARRANGEMENTS FOR PORTION OF CABLE TO BE PRODUCED IN NEW PLANTS, AS HE SAID OTHER BIDDERS HAD DONE.

7. WE ARE UNCERTAIN AT THIS POINT WHETHER OR NOT ITT AND GENERAL CABLE ARE IN COMPETITION FOR TELECOMMUNICATIONS CABLE PLANT. ANY ADDITIONAL BACKGROUND WHICH COMMERCE CAN PROVIDE FROM CONTACTS WITH U.S. OFFICES OF THESE FIRMS WOULD BE APPRECIATED.

UNCLASSIFIED

UNCLASSIFIED

PAGE 03 WARSAW 00662 020946Z

8. ON SEPARATE MATTER OF COMPLETE PLANT FOR MANUFACTURE OF ELECTRICAL PORCELAIN (WARSAW A-326, 10/16/73), UNIKABEL TOLD US UNION CARBIDE HAS ACCEPTED POLISH INVITATION FOR TALKS HERE STARTING THIS WEEK.
DAVIES

UNCLASSIFIED

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: TELECOMMUNICATION, INDUSTRIAL PLANTS, ELECTRICAL INDUSTRY, TELECOMMUNICATION AGREEMENTS
Control Number: n/a
Copy: SINGLE
Draft Date: 02 FEB 1974
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1974WARSAW00662
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: n/a
From: WARSAW
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1974/newtext/t19740259/aaaacdob.tel
Line Count: 113
Locator: TEXT ON-LINE
Office: ACTION EUR
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 3
Previous Channel Indicators:
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: elyme
Review Comment: n/a
Review Content Flags:
Review Date: 27 FEB 2002
Review Event:
Review Exemptions: n/a
Review History: RELEASED <27 FEB 2002 by bryansd0>; APPROVED <25-Nov-2002 by elyme>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: STATUS OF POLISH CABLE PLANT PROJECTS FOR BEWT/TDAD-STECHSCHULTE AND PLANAGAN
TAGS: ETRD, PL, ITT
To: n/a
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005